

**SUMMARY OF CONTRACT REQUEST TO THE HEALTH COMMISSION**

Contractor	<u>Cross Country Staffing (aka Cross Country Healthcare)</u>	Division/Section	<u>SFHN - Nursing</u>	<sup>DS</sup> <u>RP</u>
Address	<u>PO Box 404674</u>	Deputy Director	<u>Roland Pickens</u>	<sup>DS</sup> <u>TD</u>
	<u>Atlanta, GA 30384</u>	DPH Administrator	<u>Terry Dentoni</u>	
Contact	<u>Jennifer Dorso</u>	Program Administrator	<u>Gillian Otway</u>	Phone <u>628-206-3780</u>
	<u>Vice President of National Accounts</u>	Contract Analyst	<u>Lin Qiu</u>	Phone <u>415-554-2612</u>

**Request for approval of a new contract with Cross Country Healthcare in the amount of \$7,056,000, including a 12% contingency, for temporary traveling certified nursing assistant and patient care assistant registry personnel in support of the Department’s COVID-19 response and for ongoing operational needs in the San Francisco Health Network, Zuckerberg San Francisco General Hospital & Trauma Center (ZSFG), Laguna Honda Hospital (LHH) and other San Francisco Health Network facilities, for the term of October 1, 2021 through June 30, 2023 ( 21 months).**

Profit     
  Non-Profit     
  LBE     
  RFP-Number: 6-2021      Date: 1/28/2021  
 New     
  Renewal     
  Mod     
  Sole Source      Date: \_\_\_\_\_

Number of years DPH has been doing business with this organization: 9+

<u>CONTRACT INFORMATION:</u>	<u>Prior Transaction</u>	<u>Proposed Transaction</u>	<u>Annualized Difference*</u>
	(New)	10/1/2021-6/30/2023	
<b>Funding Sources:</b>			
FEMA (Federal disaster aid reimbursement for eligible services), Coronavirus Aid, Relief, and Economic Security (CARES) Act, insurance reimbursement and City General Fund.	-\$0-	\$6,300,000	-\$0-
<b>TOTAL DPH REVENUES</b>	-\$0-	\$6,300,000	-\$0-
12% Contingency Amount	-\$0-	\$756,000	-\$0-
<b>CONTRACT TOTAL</b>	-\$0-	\$7,056,000	-\$0-
<i>ANNUAL AMOUNT OF CONTRACT (estimate)</i>	-\$0-	\$3,600,000	-\$0-
Agency Funds	-\$0-	-\$0-	-\$0-
Contract FTE	N/A	N/A	N/A

**PROPOSED:**

**Mode(s) of Service & Unit of Service**

**Definition:**

**One Unit of Service = One Hour of Assistant Services**

**No. Of Clients**  
 N/A      Duplicated  
 N/A      Unduplicated

**No. of Units (Hours)**

As-Needed

**Unit Cost (Per Hour)**  
 (See page 2 for rates by specialty)

	12 Hour Shift Base Rate (Per Hour)	Night Shift Base Rate (Per Hour)	8 Hour Base Rate (Per Hour)	Overtime Rate (Per Hour)
<b><i>Emergency Rate</i></b>				
Certified Nursing Assistant and Patient Care Assistant: Specialty 1 (Operating Room, Critical Care, Emergency Department, NICU, Labor & Delivery, Cath Lab, PeriOp, Acute HD, Radiology, Peds, Tele)	\$55.00	\$58.00	\$50.00	\$75.00
Certified Nursing Assistant and Patient Care Assistant: No Specialty	\$50.00	\$52.00	\$45.00	\$67.50
<b><i>Non- Emergency Rate</i></b>				
Certified Nursing Assistant and Patient Care Assistant: Specialty 1 (Operating Room, Critical Care, Emergency Department , NICU, Labor & Delivery, Cath Lab, PeriOp, Acute HD, Radiology, Peds, Tele)	\$40.00	\$42.00	\$38.00	\$57.00
Certified Nursing Assistant and Patient Care Assistant: Non Specialty	\$38.00	\$40.00	\$36.00	\$54.00

**Explanation of Service Change and Variances:**

This is a new contract.

**Monitoring Report/Program Review & Follow-up:**

The contract will be monitored in accordance with all applicable Departmental procedures through the Department of Nursing.

**Nondiscrimination and Cultural Competency:**

The Contractor will participate in applicable cultural competency requirements.

**Other Significant Issues:**

Cross Country Healthcare will provide as-needed, temporary traveling certified nursing assistant and patient care assistant registry personnel to the San Francisco Health Network, Zuckerberg San Francisco General Hospital & Trauma Center (ZSFG), Laguna Honda Hospital (LHH) and other San Francisco Health Network facilities in support of the Departments COVID-19 response and for ongoing operational needs.

Cross Country Healthcare was founded in 1986 and staff across the nation. Currently Cross Country Healthcare have in excess of 189 branches and more than 9000 employees. Its headquarter is in Boca Raton, Florida.

RFP 6-2021 established three contracts, where the highest ranked proposer was deemed "Primary", the second highest ranked proposer was deemed "Backup No.1", and the third highest ranked proposer was deemed "Backup No.2". If approved by the Health Commission, Cross Country Healthcare will be "Primary". Cross Country Healthcare was selected under RFP 6-2021 as the highest ranked proposer.

The RFP allows for a contract of up to 9 years which includes contract options which may or may not be exercised.

**Listing of Board of Directors, Owners of 10% or More of the Firm, and Executive Director**

**Executive Director:** Kevin C. Clark (CEO serves as a non-independent director)

**Board of Directors:**

Kevin C. Clark	President, Chief Executive Officer and Director
W. Larry Cash	Chairman of the Audit Committee and Lead Director

Thomas C. Dircks	Chairman of the board and Director
Gale Fitzgerald	Chairperson of the Governance and Nominating Committee and Director
Darrell S. Freeman, Sr.	Director
Janice E. Nevin, M.D., MPH	Director
Mark Perlberg, JD	Director
Joseph A. Trunfio, Ph.D.	Chairman of Compensation Committee and Director

**DIRECT Ownership:**

Cross Country Healthcare, Inc. is a publicly traded company (NASDAQ: "CCRN"). As of the date of our annual Proxy, BlackRock, Inc. owned 14.6% of our outstanding common stock.

Direct ownership by directors and executive officers, as of the date of our most recent proxy, directors and executive officers of Cross Country Healthcare, Inc. owned 5.6% of the company's outstanding common stock.\*

<u>Director/Executive and Title</u>	<u># of Shares*</u>
Susan E. Ball, EVP, CAO and General Counsel	213,805
William J. Burns, EVP and CFO	253,976
W. Larry Cash, Lead Director	170,870
Kevin C. Clark, co-founder and CEO	527,665
Thomas C. Dircks, Chairman	182,988
Gale Fitzgerald, Director	145,972
Darrell S. Freeman, Sr., Director	49,984
Janice E. Nevin, MD, MPH, Director	17,916
Mark Perlberg, JD, Director	66,544
Joseph A. Trunfio	188,422
Buffy S. White, Group President	65,315

For more information, please see the Company's proxy filed with the SEC at:

[https://www.sec.gov/Archives/edgar/data/1141103/000114036121010678/nc10018172x1\\_def14a.htm](https://www.sec.gov/Archives/edgar/data/1141103/000114036121010678/nc10018172x1_def14a.htm)

**Recommendation:** The Department recommends approval of this contract.